

Hopeful Hearts Guangzhou 心的希望广州
Annual Report 2019



PREFACE BY THE CHAIRPERSON

2019 was a dynamic and very successful year for Hopeful Hearts Guangzhou. We supported 32 children and 1 adult to have heart surgery and raised nearly 1,2 mln RMB.

The amount of cases supported in 2019 was a significant increase compared to those supported in the previous year (20). All of the persons we supported in 2019 except one (see page 8) are making good progress after receiving their heart surgeries. We wish them long and healthy lives! Very sadly we have to report that Chen Changjin, a baby boy who we supported in April 2019, passed away in the winter of 2019. Our hearts go out to his family for this terrible loss.

From a financial perspective 2019 was an exceptionally good year for Hopeful Hearts Guangzhou (see page 11). Compared to the previous year our income doubled, thanks to the continuous support of several loyal donors, some significant new sponsorships and a succesful online campaign.

We are very glad to have further built upon existing partnerships in 2019, such as with The British School of Guangzhou. The engagement and support of students, staff and parents of this school were magnificent again in 2019 and led to a contribution of over 160,000 RMB to our cause - fantastic! Also the sponsorship by Merchiston International School of Shenzhen (MIS) and the British Chamber of Commerce (BritCham) of Guangdong, which started in 2018, have grown to great and meaningful partnerships. Besides these we very fortunate to keep receiving the loyal support of many other donors, varying from internationals schools (such as UISG and AISG), social organizations (like GWIC), companies to several individuals.

New significant sponsorships in 2019 came amongst others from RB Mead Johnson Nutrition in Guangzhou and Eugster Frismag

Electrical Co. Ltd in Shenzhen. In addition, with the help of the Amity Foundation, we managed to have a very succesful fundraising campaign with the online platform Alipay.

Altogether the amount of sources of support to Hopeful Hearts Guangzhou has grown significantly in 2019, which gives us a more solid income base.

Although donations and sponsorships remain our main source of revenue (over 90% of our income), we have also been active in organizing our own fundraising events, attending bazaars/ open days and organizing outings. Not only are these fun and sociable events and activities, they are invaluable in maintaining the high profile of the charity and a key factor in attracting new sponsors.

Wherever possible we invite our sponsors to the hospital to see our work for themselves, like we did with students, teachers and parents from the British School of Guangzhou (BSG) in November 2019. It was a very special experience for all.

Looking at the Hopeful Hearts Guangzhou team we had many changes in 2019, mainly due to team members leaving Guangzhou or because of personal circumstances. We thank all team members who have left so much for their great efforts to Help Keep The Young Hearts Beating! We were also very fortunate to welcome several new volunteers to our team (see page 5) and to have found a new chair person, Sonal Verdia, to take over from Lonneke Bank, who will leave Guangzhou in the summer of 2020. We wish them all good luck!

We are very grateful for the continued support of Gao Mei from the Amity Foundation, who works tirelessly to ensure that all our funds are correctly accounted for and carefully spent and that good relationships are maintained with our partner hospitals. We appreciate her experience and value her guidance and ideas.

Lonneke Bank, chairperson June 2018 - October 2019

Sonal Verdia, chairperson October 2019 - present



Sonal Verdia and Lonneke Bank with mascot Harriet the Healthy Heart

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WHO WE ARE, WHAT WE DO AND HOW WE WORK

Hopeful Hearts is a non-profit charity run by local Chinese and expatriate volunteers. Our aim is to raise awareness and funds in order to provide life saving heart surgeries for children of low income Chinese families.

How Hopeful Hearts started

In November 2002, two ladies in Nanjing found an abandoned baby on the side of the road, at the base of a tree. They named him “Loetje”. Despite their efforts to save his life, it was discovered that Loetje had been born with a congenital heart defect and sadly he did not survive. Hopeful Hearts was founded in his memory, with the aim to help save other children like Loetje.

Three regional teams

After starting in 2003 in Nanjing, Hopeful Hearts created a second team in Chengdu in 2006. In 2012 Hopeful Hearts Guangzhou started. Across the 3 regional teams, Hopeful Hearts has now supported over 600 cases. Over 150 of these cases were supported with funds raised by the Hopeful Hearts Guangzhou team.

Relevance of the work of Hopeful Hearts in 2018

After 15 years of existence, the work of Hopeful Hearts is still very relevant. Although nowadays most Chinese children have basic health insurance, unfortunately this still doesn't apply to all. And even for those who are insured usually only a part of the cost is covered. A heart surgery can cost 50,000 to 200,000 RMB, depending on the specific heart defect. In case

of a slow recovery or complications after surgery, Intensive Care Unit (ICU) costs are added (about 3,000 RMB/ day). The basic health insurance covers 30 – 70% of the costs, depending on where the patient is from. If the family lives outside of Guangdong Province usually only 30% of the surgery costs is covered. This means that families with a low income are faced with high costs when having a child in need of heart surgery.

There is not much time for the families to raise funds. Many of the cases we receive are critical by the time they reach us and surgery is often arranged within a matter of days. We hear moving stories of families in need, with a low monthly income, multiple health issues or disabilities in the family. They are desperate to save their children but are often in debt that will take a lifetime to repay. Hopeful Hearts is happy to be able to ease the stress and financial burden of these families a little.

Partnerships with specialized hospitals

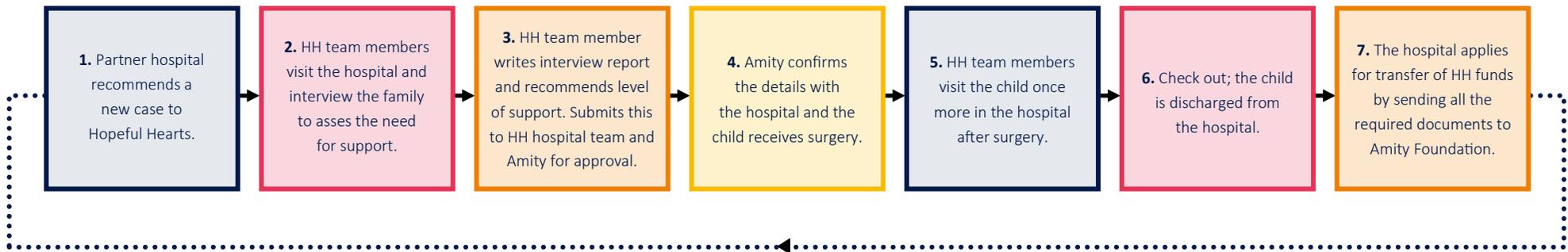
We have partnerships and receive cases from the Women and Children's Hospital of Guangdong Province (in Panyu), the Guangdong Provincial People's Hospital and the First Affiliated Hospital of Sun Yat-sen University, all specialist in cardiac surgery. When it is found by the hospital that the family of a pediatric patient cannot afford the cost of surgery, the hospital staff will suggest they apply to us for financial assistance.

Member of the Amity Foundation

Hopeful Hearts is legally incorporated under the umbrella of the Amity Foundation (<https://www.amityfoundation.org/eng>). They manage our bank account, ensure legal compliance and interface with our partner hospitals. Also, they help us to find and get in contact with (online) fundraising platforms, to increase our income in order to support our cause.



Loetje, 2002



Steps followed by the Hopeful Hearts team to evaluate applications for financial support

Meeting a family with a child in need of heart surgery to assess their need of support (step 2 of the evaluation as shown above)



Personal assessment of cases

Members of the Hopeful Hearts Guangzhou team visit and interview every family that applies for support, to ascertain if, and to what extent we should fund their surgery. In this way, we decide exactly how our funds are spent, with the hospital's medical staff and our contact person from the Amity Foundation as our advisors.

The whole process of evaluating applications for financial support is shown in the figure above.

Sources of income

Hopeful Hearts raises funds by organizing events, selling merchandise and working together with supporting partners. We organize various social fundraising parties and tours. We attend bazaars and fairs selling Hopeful Hearts merchandise and offering activities for kids.

Donations are our main source of revenue. We receive generous donations from international and local schools, community social groups, local businesses as well as individuals.

Transparent allocation of funds

If an organization supports us, we are able to specify exactly which cases it will have supported. This can be advertised within its network/ community and gives a 'name and face' to donations.

Hopeful Hearts is committed to keeping costs to a minimum. Of all the funds raised by Hopeful Hearts, 3,85% is used to cover administration costs by the Amity Foundation. The other 96,15% is used solely for the medical and hospital costs of the children supported.

Procter and Gamble's Pampers as supporting partner

In 2017, we made a partnership with Procter and Gamble's Pampers. For every case we support under the age of 2 yrs old P&G supplies a one year supply of diapers. We are proud to be supported by this company.





Introducing the Hopeful Hearts Guangzhou team

The current Hopeful Hearts GZ team, which is shown on the left, has 16 team members, all volunteers, responsible for:

- Interfacing with our partner hospitals;
- Interviewing families with a child in need of a heart surgery, applying for our support;
- Organizing and advertising fund raising events and activities;
- Buying and selling merchandise;
- Building and maintaining relationships with supporting partners.

Together these volunteers are the driving force that help Hopeful Hearts to keep the young hearts beating.



Sonal Verdia
Chair



Tian Liu
Hospital team leader



Louise Berlenghi
Treasurer



Christine Jones
Secretary



Laura Bullard
HH Helping Hands



Lonneke Bank
Press and Publicity



Amy Xing
Hosp. coordinator



Julian Lee
Hosp. coordinator



Sacha Qiu
Hosp. coordinator



Haijun Cheng
Hosp. coordinator



Lulu Lin
Public Relations



Aisling Bull
Event manager



Rose Bierkens
Event manager



Frederick Huang
Event manager



Julia Ohlberg
Event manager



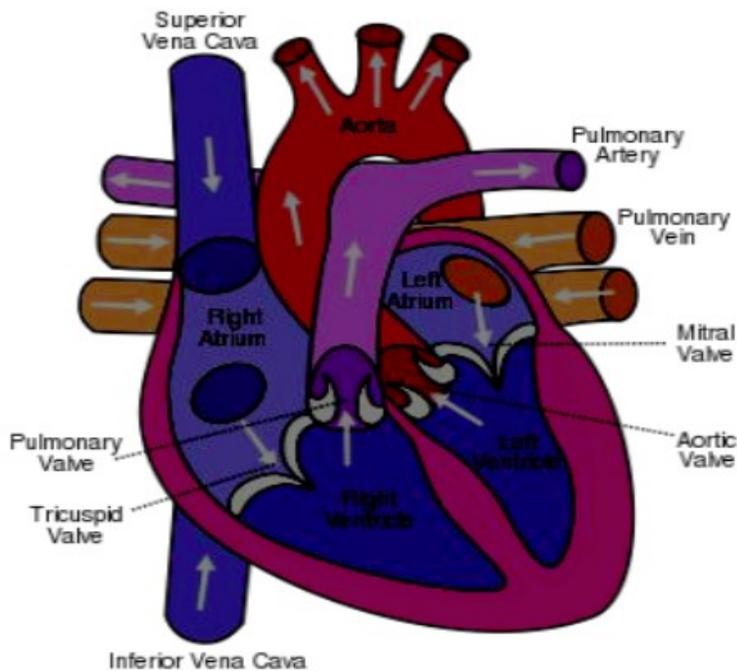
Radhika Kapoor
Event manager



Harriet the Heart
Mascot

EXPLAINING DIFFERENT KINDS OF HEART DISEASES

When listing the diagnoses for our hospital cases (see page 9), we often use abbreviations of medical terminology. For your ease of reading this report, you find a brief explanation of the meaning (to the best of our knowledge) of most abbreviations below.



CHD (Congenital Heart Disease)

Congenital, meaning present at birth, is an “umbrella” term that can describe a number of different problems affecting the heart. It’s the most common type of birth defect and is responsible for more deaths in the first year of life than any other birth defect.

CHD is divided into two types: cyanotic and non-cyanotic. If the defect lowers the amount of oxygen in the blood that is pumped around the body, it is called cyanotic. If the defect doesn't affect the amount of oxygen, it is called non-cyanotic.

Non-Cyanotic:

- **VSD (Ventricular Septal Defect):** VSD's are holes in the wall between the two ventricles. Blood from the left ventricle, which is the most powerful chamber of the heart, is pumped under high pressure across the VSD and into the lung. This results in the blood vessels of the lungs becoming thick walled and hard early in life. This condition is known as Pulmonary Hypertension (PH). If left untreated, the defect will eventually become inoperable.
- **ASD (Atrial Septal Defect):** An ASD is a defect of the atria where the wall (septum) between the right and left atrium does not close. Before birth, this opening exists to allow blood to bypass the lungs. Normally the opening closes when the baby is born. If the opening remains, blood will continue to flow from the left to the right atria. This creates extra blood for the right side to pump and in time adds strain to the heart. Over time, an ASD that is left unrepaired can cause problems including an increased risk of stroke.
- **PS (Pulmonary Stenosis):** Pulmonary means ‘lungs’ and stenosis means ‘narrowing’, therefore pulmonary stenosis describes a condition where the pulmonary valve is very narrow. When this happens the muscle of the right ventricle must work harder to pump the blood through the narrow valve. Depending on how narrow the valve is, a child may have no symptoms, may tire quickly, or even faint.



Cyanotic:

- **ToF (Tetralogy of Fallot) or F4:** ToF is a birth defect consisting of 4 abnormalities that results in insufficiently oxygenated blood pumped through the body, which leads to a bluish-purple coloration to the skin and shortness of breath due to low oxygen levels in the blood. Symptoms may include a heart murmur, difficulty eating, lack of weight gain and retarded physical development.
- **Transposition of the Great Arteries:** Transposition creates a situation where the oxygen-poor "blue" blood returning from the body to the right atrium and right ventricle is pumped out to the aorta and to the body, while the oxygen-rich "red" blood returning from the lungs to the left atrium and ventricle is sent back to the lungs via the pulmonary artery. Unless there is some place in the circulation where the oxygenated and un-oxygenated blood can mix, all of the organs of the body will be deprived of necessary oxygen. Left untreated, soon the heart fails to keep up with the high blood flow and heart failure will occur.
- **Ebstein's Anomaly:** Ebstein's refers to a heart valve that does not properly close. This syndrome also is commonly seen with ASD.
- **PDA (Patent Ductus Arteriosus):** A fetus's blood does not need to go to the lungs to get oxygenated and the ductus arteriosus is a hole that allows the blood to skip the circulation to the lungs. When the baby is born this hole is supposed to close. If it is still open the blood may skip this necessary step of circulation. The open hole is called the Patent Ductus Arteriosus.



Liu Yang, a 14 year old boy, who was diagnosed with a heart defect after he was born. He received his first surgery when he was 7 years old. Hopeful Hearts Guangzhou was happy to be able to support Liu Yang's second heart surgery in August 2019.

HOPEFUL HEARTS GUANGZHOU IN 2019

The children supported in 2019

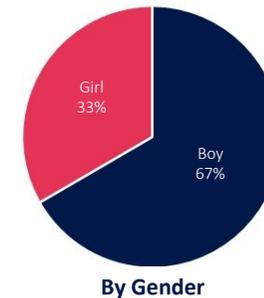
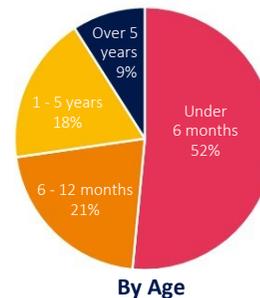
In 2019, Hopeful Hearts Guangzhou supported the treatment of 32 children and 1 adult with a life threatening heart defect. 11 of these cases were referred to us by the Guangdong Provincial People's Hospital, 20 were referred by the Women and Children's Hospital of Guangdong Province in Panyu and 2 were referred by the First Affiliated Hospital of Sun Yat-sen University. The details of all cases can be found on the right as well as on the next page.

The amount of cases supported in Guangzhou in 2019 was a significant increase compared to the amount supported in previous year (20). This can be explained

Hopeful Hearts Guangzhou has supported over 140 children since our start in 2012. Together with the Nanjing team (who started in 2003) and the Chengdu team (who started in 2006), Hopeful Hearts has supported over 600 cases in China.



Profile of the cases Hopeful Hearts GZ supported in 2019



Details of our 2019 cases

*In May 2019 we received a special request from the Guangdong Provincial People's Hospital to support the heart surgery of a 36 year old father of two young kids (Case 6) from a family with a low income. Hopeful Hearts usually only supports children until the age of 18, but as two young children were in danger of losing their father, we decided by exception to support this case. As it sometimes occurs that employers don't want to hire people with a history of a (heart) disease, we have chosen not to mention the name of the person supported.

**Liu Jina (Case 20) and Zheng Zihao (Case 29) were supported before by Hopeful Hearts Guangzhou. Liu Jina first received our support in 2018, Zheng Zihao in 2017. Both children needed a second surgery and their families applied for our support again in 2019. After our hospital team reviewed their current situation we decided to support them again.

#	Name	Gender	Age	Diagnosis	Treating hospital	Month
1.	Zheng Muyun	Boy	2 months	TAPVR	Guangdong Provincial People's Hospital	January 2019
2.	Zeng Qingshen	Boy	5 years	ASD, PAH	Provincial Women & Children Hospital Panyu	March 2019
3.	Wang Yujia	Girl	4 years	ASD, PAH	Provincial Women & Children Hospital Panyu	March 2019
4.	Chen Changjin	Boy	1 month	TAPVR	Provincial Women & Children Hospital Panyu	April 2019
5.	Yuan Rong	Girl	4 months	ASD, PAH	Provincial Women & Children Hospital Panyu	April 2019
6.*	<ANONYMOUS>*	Male	36 years	Heart Valve Replacement	Guangdong Provincial People's Hospital	May 2019
7.	Li Jiyi	Boy	13 days	PA, PDA, PFO	Provincial Women & Children Hospital Panyu	May 2019
8.	Xie Jiahong	Boy	17 days	TGA, ASD, PDA	Guangdong Provincial People's Hospital	May 2019
9.	Huang Mingjie	Boy	1.5 months	APVC, AVSD, PAH	Guangdong Provincial People's Hospital	May 2019
10.	Qi Ji	Boy	20 days	COA, ASD	Provincial Women & Children Hospital Panyu	May 2019
11.	Zhang Huiyan	Girl	5 months	ASD, VSD, TOF, SA	Provincial Women & Children Hospital Panyu	May 2019
12.	Wang Ziyue	Boy	7 days	PAA, VSD, PDA, PFO	Provincial Women & Children Hospital Panyu	June 2019
13.	Guo Yingzi	Girl	1.5 months	VSD, ASD, PAH	Provincial Women & Children Hospital Panyu	June 2019
14.	Zhu Yuchen	Boy	6 months	Right pleural effusions, pneumonia, klebsiella pneumonia, PFO, VSD	Provincial Women & Children Hospital Panyu	May 2019
15.	Chen Ronglian	Girl	10 days	TAPVD, ASD, PDA, TR	Guangdong Provincial People's Hospital	June 2019
16.	Tao Jiashan	Boy	12 days	TAPVD, ASD, PDA, TR, PAH	Guangdong Provincial People's Hospital	June 2019
17.	Su Yixi	Girl	11 months	ASD, PDA, TR, PAH	Provincial Women & Children Hospital Panyu	July 2019
18.	Wang Juan's baby	Boy	3 days	VSD, AR	Guangdong Provincial People's Hospital	August 2019
19.	Liu Yang	Boy	14 years	VSD, AR	Provincial Women & Children Hospital Panyu	August 2019
20.**	Liu Jina**	Girl	1 year 10 months	VSD, PS, ASE	Guangdong Provincial People's Hospital	July 2019
21.	Fan Ziqiao	Boy	1 month	DORV, VSD, ASD, PAH	Provincial Women & Children Hospital Panyu	August 2019
22.	Lu Rijian	Boy	6 months	PAS	Provincial Women & Children Hospital Panyu	August 2019
23.	Xiao Tianxiang	Boy	10 months	VSD, MR, TI	Provincial Women & Children Hospital Panyu	September 2019
24.	Wei Gongwen	Boy	11 months	PVS, DORV, ASD	Provincial Women & Children Hospital Panyu	September 2019
25.	Chen Zhaoyang	Boy	20 days	COA, ASD, AVSD	Provincial Women & Children Hospital Panyu	October 2019
26.	Pan Zhihang	Boy	1.5 months	VSD, AVSD	Provincial Women & Children Hospital Panyu	October 2019
27.	Weng Wanxian	Girl	6 months	VSD, PDA, PAH	The 1 st Affiliated Hospital Sun Yat-en University	October 2019
28.	Ouyan Zixuan	Girl	15 years	TPVR	Guangdong Provincial People's Hospital	October 2019
29.**	Zheng Zihao**	Boy	3.5 years	Dextroversion of heart	Guangdong Provincial People's Hospital	November 2019
30.	Zhao Yichen	Boy	2 years	Bronchial stenosis (Cardiovascular compressed)	Provincial Women & Children Hospital Panyu	November 2019
31.	Li Yulin	Boy	1 year	UAPA, ASD, PAH	Guangdong Provincial People's Hospital	December 2019
32.	Tang Zijian	Boy	1.5 months	PAS, PFO	Provincial Women & Children Hospital Panyu	December 2019
33.	Wang Jiaqi	Girl	6 months	VSD, PAH	The 1 st Affiliated Hospital Sun Yat-en University	December 2019

In memoriam: Chen Changjin

We are very sad to have to report that Chen Changjin, a baby boy whom we supported in April 2019, passed away in the December of the same year.

Changjin was the second boy of triplets and he was born with a heart defect. All three babies were premature and one of his baby brothers also required a specialist surgery. Having a low monthly income and receiving just a little bit of support from their relatives, the family needed our help to pay for the surgery of Changjin. With our financial support the little boy received surgery in April 2019. Although this surgery went well, Changjin needed a second surgery half a year later. Unfortunately he didn't survive this surgery.

Our hearts go out to the family as they mourn the loss of their child.



Chen Changjin
24 March - 8 December 2019

Financial overview and analysis

The financial implications of the activities of Hopeful Hearts GZ in 2019 are shown in the cash flow statement on the right.

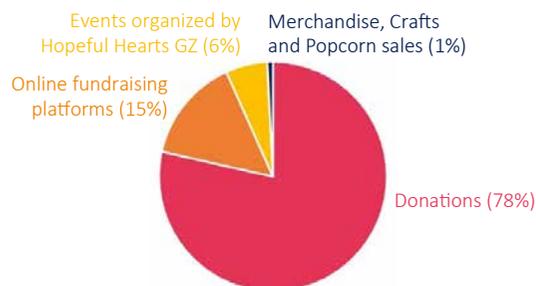
From a financial perspective, 2019 has been a very successful year for Hopeful Hearts Guangzhou. Although the revenue from our own fundraising activities went down compared to previous years (mainly due to the fact that we stopped pushing our piggy banks scheme because of the decreased usage of cash money), we managed to increase our donations with more than 150% compared to 2018. There are several measures taken by the Hopeful Hearts team that led to this great result. Firstly, we invested in improving our marketing and communications channels and materials, e.g. being more active in sharing news on our WeChat subscription page, creating a new website and developing professional looking flyers, brochures and presentations in both English and Chinese. Secondly, we were more active in giving presence and doing presentations at events and in approaching potential new sponsors, leading to new supporting partners such as RB Mead Johnson, St. James's Place Charitable Foundation and Eugster Frismag. Also, we maintained a good relationship with our loyal supporting partners, such as the British School of Guangzhou (BSG), Utahloy International School of Guangzhou (UISG), the Guangzhou Women's International Club (GWIC) and the British Chamber of Commerce (BritCham) by contributing to several of their events and activities. Lastly, with the help of the Amity Foundation, we launched an online fundraising campaign with Alipay, which was very successful.

As a consequence of having more income, we were able to support more children, leading to 35% higher surgery costs. However, with over 290,000 RMB net assets carried forward to 2020, the financial situation of Hopeful Hearts GZ is healthy.

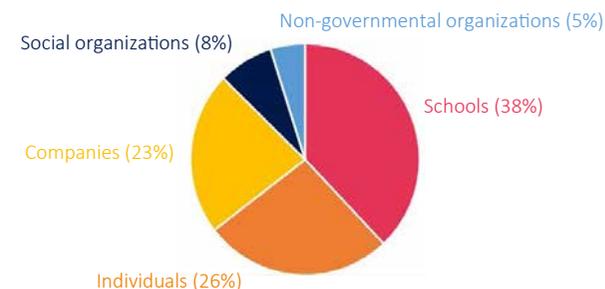
Financial Statement Activities Hopeful Hearts Guangzhou in 2019 Year End December 31st 2018 (all amounts in RMB)			
	<u>2019</u>	<u>2018</u>	<u>2017</u>
Net assets brought forward from previous year	157,199.26	302,523.20	229,566.46
CASH IN			
HH fundraising events & activities income	78,847.50	150,549.50	207,175.20
Donations	1,093,028.59	431,454.36	610,573.04
Total Revenue	1,171,876.09	582,003.86	817,748.24
Pledged donations not yet received per 31/12*	— 234,035.60		
Total Cash In	937,840.49	582,003.86	817,748.24
CASH OUT			
HH fundraising events & activities expenses	40,046.03	33,856.94	42,801.10
Amity administration fees	37,384.65	13,885.83	30,381.00
Total Expenses	77,430.68	47,742.77	73,182.10
Surgery costs	727,284.68	549,000.09	671,609.40
Total Cash out	804,715.36	596,742.86	744,791.50
Net assets carried forward	290,324.39	157,199.26	302,523.30

*In December 2019 Hopeful Hearts Guangzhou received two significant donations: one by BSG from their annual International Day in Nov 2019 (see picture on next page) and one by the Dragons Business Club in the Netherlands from their Christmas Charity Event in Dec 2019. These donations weren't transferred to our bank account yet per 31/12 but we received them early 2020.

Sources of Revenue in 2019



Donations 2019 by Type of Sponsor



Our partners and sponsors in 2019

Hopeful Hearts Guangzhou is very grateful to the following organizations and individuals for organizing fundraising events and activities, making donations or for offering other kinds of support to help our cause in 2018:



Very generous donation by the British School of Guangzhou (BSG) after their International Day in November 2019

Premier Partner (donation > 150,000 RMB)

- The British School of Guangzhou (BSG)

Major Sponsors (donation 50,000 - 100,000 RMB)

- RB Mead Johnson Nutrition (Guangzhou)
- Eugster Frismag Electrical Co. Ltd. (Shenzhen)
- Dragons Business Club (The Netherlands)
- Utahloy International School of Guangzhou (UISG)
- Merchiston International School of Shenzhen (MIS)
- Maarten Bijl

Significant Sponsors (donation 10,000 RMB - 50,000 RMB)

- Guangzhou Women's International Club (GWIC)
- St. James's Place Charitable Foundation
- British Chamber of Commerce (BritCham) Guangdong
- American International School Guangzhou (AISG)
- Fang Xiao Wen and Lulu Lin

Friends and supporters (donation <10,000 RMB or other kind of significant support)

The Wine People, The Happy Monk, Trinity Kindergarten, Li You Kai, IPMG Rehabilitation, Swiss Chamber of Commerce Guangzhou (SwissCham), Benelux Chamber of Commerce Guangzhou (BenCham), Nederlandse Vereniging Guangzhou (NVG), True Pilates/ Irina Tydykova, Nathalie Glaziou, Golden Lake Garden community, Guangdong Country Garden School, Yongjie, Laura Limowa, Bastiaan Idsinga and all members of the Hopeful Hearts Helping Hands team.

Special Thanks

A huge thank you goes to Proctor & Gamble's Pampers, for supporting all our cases under the age of 2 with a one year supply of diapers, delivered to their home.



Working together with supporting partners in 2019

In 2019 Hopeful Hearts Guangzhou and **The Wine People** held several wine tastings at the residential compounds Golden Lake Garden and Canton Residence - a great way to socialize while doing good for charity! A significant proportion of the wine orders made at the events were donated to Hopeful Hearts Guangzhou. Also, The Wine People organized a charity dinner at which all participants donated to Hopeful Hearts. A big Thank You to The Wine People for their continued support!





In March 2019 Mrs. **Fang Xiao Wen** and her daughter and fellow team member **Lulu Lin** organized in close cooperation with the Hopeful Hearts Guangzhou team a fundraising event dedicated to our cause in the conference room of the Big Old Buddha temple in Guangzhou. At the event several people who are closely involved with the work of Hopeful Hearts Guangzhou, such as Mrs. Zhang Ling Ling from the Guangdong Provincial People's Hospital, gave touching speeches about the relevance of the work of Hopeful Hearts. They shared stories about children and their families supported by Hopeful Hearts and how a heart surgery has changed their lives. After this, an auction was being held with the proceeds going to Hopeful Hearts. The audience bid generously and a significant amount of funds was raised for our cause. Finally, all attendants of the event went to the temple restaurant to have a lovely dinner together.



We thank Mrs. Fang Xiao Wen and her daughter Lulu Lin so much for organizing this fantastic event especially to support our cause!

After the successful edition in 2018, in April 2019 **Utahloy International School of Guangzhou (UISG)** organized in close cooperation with the Hopeful Hearts GZ team another Zumbathon for all Early Years and Primary students. While dancing the morning away and having a lot of fun, students from K to Year 6 raised a significant amount for Hopeful Hearts Guangzhou.



In June 2019 UISG organized an Art Auction. Lots of art works made by Early Years and Primary students as well as by the teachers were exhibited at the school. The UISG community could go to an especially created WeChat page to bid on the art works, with the proceeds going to Hopeful Hearts.



Thank you so much to all Utahloy teachers, students and parents for their great support!

After the very successful edition of the BSG Fun Run in 2018, the **British School of Guangzhou (BSG)** organized another Charity Fun Run at their campus in 2019. On a Saturday morning in May, Primary students, parents and teachers had a lot of fun by running a lap or two around the school buildings on the Lakeside campus, raising money for Hopeful Hearts. The Hopeful Hearts GZ team including Harriet the Heart were there to hand out fresh lemonade to all participants.



In November 2019 BSG held their annual International Day. This exciting and colorful event full of cultural activities, fun and food from the different countries of the world, brought together around 3000 people from the expat and local community. All proceeds of this day were generously donated to Hopeful Hearts Guangzhou. The Hopeful Hearts GZ team had a full day of presence at the event with a booth that was bustling with activity.

In the weeks preceding the event, the Hopeful Hearts GZ team gave presentations to all Primary years of BSG, to raise awareness what it's like for (low income) families to have a child with a life threatening heart disease and how relevant the work of Hopeful Hearts in 2019 still is.

A HUGE thank you to BSG for their magnificent support, not only in 2019 but continuously in the past years!

In September 2019 Hopeful Hearts GZ was present at the charity golf tournament at Mission Hills in Shenzhen, organized by the British **Chamber of Guangdong (BritCham)**



and the **Swiss Chamber of Guangdong (SwissCham)**. After doing a round of golf in teams on the magnificent course all participants enjoyed a nice dinner. Those who didn't have luck with their golf game could buy tickets for a lucky draw with fantastic prizes, with the proceeds going to Hopeful Hearts.



It was an successful evening for Hopeful Hearts as we also received a fantastic donation from **St. James's Place Charitable Foundation**.



We thank Britcham, SwissCham and St. James's Place Charitable Foundation for their fantastic support in 2019!

In October 2019 Hopeful Hearts Guangzhou was present at the annual Charity Holiday Bazaar organized by **Guangzhou Women's International Club** at Gold Arch. It was a great event of which Hopeful Hearts was one of the major beneficiaries. In our own booth we sold handmade kimonos, Dutch syrup waffles, caramel popcorn, kids clothing and other Christmas gift items. The presence of specialists in cardiac surgery from the First Affiliated Hospital of Sun Yat-sen University made our presence at the event extra special.



GWIC has been a big and consistent pillar of support to our cause for a long time now. A huge thank you to all of the GWIC members for their continuous support!

At the end of October the community of residential compound **Golden Lake Garden** organized a Halloween event. There were all kinds of games and activities for kids, a haunted disco house and a street BBQ. With amazingly dressed people and lots of fun had by all, the event was a big succes. The proceeds of the ticket sales were donated to Hopeful Hearts Guangzhou.



We thank the Golden Lake community so much for being our loyal supporter for many years!

ST ANDREW'S DAY SCOTTISH CEILIDH

苏格兰国庆日
苏格兰凯利舞

(PRONOUNCED CAY-LEE)



Join us for our first Ceilidh
欢迎加入我校国庆日
首次举办的凯利舞集体
Scottish Dancing & Culture
Formal Dinner with fine Scottish foods
苏格兰舞剧、苏格兰文化、
正式晚宴-美味的苏格兰传统食物



When:
Friday 29 November 7pm
11月29日星期五下午7点

Where:
THE CASTLE HALL, MIS
三楼城堡大厅

with proceeds going to MIS Outreach Charity
Available from Admissions
limited tickets available - don't delay buy today!
票务有限(售完即止)
可在招生部购票
票款有限, 售完即止

*Cost of ticket includes weekly dance lessons at MIS
(Dance lessons are not-refundable in order to fully participate and enjoy the event)
票款包括每周舞蹈课程
建议参加, 以便充分享受活动乐趣

In November 2019 **Merchiston International School of Shenzhen (MIS)** organized their St Andrew's Day Scottish Ceilidh, a formal dinner with music and dance performances. Also, a silent auction for charity was held at the event.

With this event and some other fundraising activities throughout the year, MIS raised a significant amount of funds for Hopeful Hearts Guangzhou, for which we thank the school and its community so much!

Fundraising activities by Hopeful Hearts Guangzhou in 2019

Next to working together with supporting partners, Hopeful Hearts Guangzhou also had its own fundraising events and activities in 2019.

Social fundraising events

The social events of Hopeful Hearts in Guangzhou are a key factor in maintaining the high profile of our charity as well as raising vital funds. In 2019 we organized the following events and activities:

- Annual Dare2Wear Party with theme 'Go WILD!' together with The Happy Monk in May;
- Movie Night at residential compound Golden Lake Garden in May;
- Excursion to a Ceramic Factory in June;
- Wine tasting and hot put lunch in November;
- Christmas Wreath making workshop including lunch in November;
- Excursion to the Traditional Chinese Medicine market in December.



Merchandise, crafts and popcorn sales

The autumn season is particularly busy for our team when we have a presence at numerous seasonal bazaars and fairs, offering merchandise, popcorn, facepainting and balloons. Although these are fun and important fundraisers we have noticed that our sales revenue has gone down in 2019 compared to the year before. However, giving presence at these events is still very important to us to stay a well-known charity in Guangzhou, raising awareness for our cause.



A huge thank you to our Hopeful Hearts Helping Hands team, without whom we couldn't attend all these bazaars and fairs!

From piggy banks schemes to online fundraising

A few years ago we experienced a good deal of success in fundraising with our ongoing piggy banks schemes, by which we collected small notes and coins at residential compounds, social organizations and international schools. In 2018 and 2019 we noticed that the revenue made with the piggy banks was going down significantly, due to the fact that people use less and less cash money. We already stopped the piggy bank scheme at the GWIC in 2018 and now also stopped the schemes at Golden Lake Garden and UISG in 2019.

However, we also explored the possibilities of new ways of fundraising: raising money through online platforms. With the help of the Amity Foundation, we managed to have a successful fundraiser with Suning in 2018 and with Alipay in 2019. On these platforms customers could choose to donate a small amount of money to Hopeful Hearts Guangzhou when making a purchase. This new way of fundraising has been very successful so far - about 175,000 RMB was raised with the Alipay campaign - and so we intend to explore the possibilities of this kind of fundraising some more in the future.



Other highlights in 2019

Looking back on 2018 there are a couple of other events that are worthwhile mentioning in this annual report:

Signing an agreement with a third partner hospital

In the fall of 2019 Hopeful Hearts signed an agreement with a third partner hospital, specialized in cardiac surgery: The First Affiliated Hospital of Sun Yat-sen University. We are very happy to have secured this partnership as it gives us the opportunity to support more children from low income families to have a life-saving heart surgery.



In Oct 2019 we supported our first case receiving a surgery at this hospital. We thank the hospital for having faith and trust in us and hope to support many more cases in their hospital.

Maarten Bijl running on the Great Wall of China

In April Maarten Bijl ran a half marathon on the Great Wall of China, sponsored by friends, colleagues and other connections to raise funds for Hopeful Hearts Guangzhou. It was not the easiest half marathon to do, as the route was set on a quite remote part of the wall, with rough terrain and very high steps. More than 1000 height meters needed to be conquered, which equals climbing the Eiffel Tower more than three times! But Maarten did it and by doing so he raised a fantastic amount of over 35,000 RMB for our cause. A huge thank you to Maarten and to everyone who sponsored and supported him on his journey!



Hospital visit with BSG students, teachers and parents

In November 2019 Hopeful Hearts Guangzhou made a visit to the Women and Children's Hospital of Guangdong Province together with students, teachers and parents from the British School of Guangzhou (BSG) to cheer up a ward of patients.



The visiting group made music and interacted with the patients and their family members, trying to add a little bit of sunshine to their hospital stay. The activities were very happily received by the patients, their families as well as the hospital staff and it also was an unforgettable experience for the visitors from Hopeful Hearts and BSG.

Dragons Business Club Netherlands Christmas Charity Event

In December 2019 we were approached by the Dragons Business Club in the Netherlands. This club, that develops Chinese-Dutch business relationships with the aim to create economic opportunities in both countries, asked us to be the beneficiary of their annual Christmas charity event. Former Hopeful Hearts team member Sandra Spruijt, who moved back to the Netherlands in 2018, went to the event to give a presentation about the aim and work of Hopeful Hearts Guangzhou. A lucky draw and a silent auction at the event raised over 70,000 RMB, which were donated to our cause.



We thank the Dragons Business Club so much for their fantastic support! Also, we thank Sandra for representing our team so well abroad!

HOW TO CONTACT, FOLLOW AND SUPPORT US

Contact information

To find out more about the activities of Hopeful Hearts Guangzhou and the children we support, please follow our WeChat subscription account by scanning the QR code below, have a look at our website www.hopefulheartsgz.org or send an email to hopefulhearts.gz@yahoo.com.



Ways to make a donation

You can support us by making a donation.



Donations can be given personally to a Hopeful Hearts Guangzhou team member or directly deposited to the Amity Foundation* bank account. A fapiao could be issued upon request by email: Hopefulhearts.gz@yahoo.com.

Beneficiary:

The Amity Foundation In Favor of Hopeful Hearts GZ

Recipient's Bank:

Bank of China Nanjing Centre Sub-Branch
No.29 Hong Wu Road
Nanjing
China

Name ('Title') of Bank Account:

The Amity Foundation,
71# Hankou Road,
Nanjing,
Jiangsu 210008,
China

Bank Account Number:

5105 5820 9952 (for USD)
4611 5820 9832 (for HKD)
5404 5821 1474 (for Euro)
5430 5819 1301 (for RMB)

Swift Code:

BKCHCNBJ940

*About the Amity Foundation

The Amity Foundation is the umbrella organization that monitors the legal side of the work of Hopeful Hearts, keeps our accounts, and liaises with and executes payments to the hospitals. The Foundation, which is registered at the Ministry of Civil Affairs of Jiangsu Province, is an independent Chinese Civil Society Organization that is supporting sustainable development in China and worldwide. The Amity Foundation was the first faith-based NGO in China created on the initiative of Christian leaders contributing to the development of China's Reform and Opening-up.

For more information about the Amity Foundation please see <https://www.amityfoundation.org/eng> or <https://www.amity.org.cn>.



HOPEFUL HEARTS GUANGZHOU

Help Keep the Young Hearts Beating!





Help Keep the Young Hearts Beating!